(c) Does not arise.

(d) Vendor development is a continuing process and at present about 2300 parts of Maruti vehicles are being manufactured indigenously and about 1760 parts are being imported.

लघु औद्योगिक इकाइयों को पेश आने वाली विपणन की कठिनाइयां

2967. **श्री राम नरेश यादव** : क्या **उद्योग** मंत्री यह बताने की कृपा करेंगे कि :

(क) क्या सरकार का ध्यान 7 मार्च, 1989 के "दि ट्रिब्यून" में "74 परसेन्ट स्माल स्केल इण्डस्ट्रियल यूनिट्स फेस मार्केटिंग प्रोब्लम्स" शीर्षक के अन्तर्गत प्रकाशित समाचार की ओर दिलाया गया है; और

(ख) यदि हां, तो इस संबंध में सरकार द्वारा की गयी कार्यवाही का ब्यौरा क्या है ?

उद्योग मंत्रालय में औद्योगिक विकास विभाग में राज्य मंत्री (श्री एम० अरुणाचलम) : (क) और (ख) सरकार ने 7 मार्च, 1989 के 'दी ट्रिब्यून' में "74 परसेन्ट स्माल स्केल इण्डस्ट्रीयल यूनिट्स फेस मार्केटिंग प्रौब्लम्स" शीर्षक के अन्तर्गत प्रकाशित समाचार को देखा है। यह रिपोर्ट फैडरेशन आफ इण्डियन चैम्बर्स आफ कामर्स एण्ड इण्डस्ट्री (फिक्की) द्वारा केवल 204 लघु एककों के बारे में उनकी विपणन समस्याओं का अध्ययन करने हेतु किये गये एक सर्वेक्षण पर आधारित है। चूंकि इस अध्ययन का नमूना लगभग 16 लाख एककों की अनुमानित जनसंख्या की तुलना में बहुत कम है, इसलिये इसे कोई अर्थपूर्ण निष्कर्ष निकालने के लिये पर्याप्त आधार नहीं समझा जा सकता है।

विपणन संबंधी कार्यकलाप मुख्यतया उद्यमीयता से सम्बद्ध है और लघु एककों द्वारा विपणन संबंधी कार्य स्वयं ही किये जाते रहे हैं। तथापि, सरकार लघु उद्योगों को सहायता प्रदान करने की अपनी नीति की दृष्टि से लघु उद्योगों को केन्द्रीय सरकार के स्टोर्स परचेंज कार्यक्रम, सहायक तथा उप-ठेका सम्पर्कों, क्रेता-विक्रेता बैठकों, प्रदर्शनी कार्यक्रम, वस्तुओं का विनिर्माण केवल लघु क्षेत्र के लिये आरक्षित करके तथा दुर्लभ आयातित कच्चे माल को उपलब्ध कराने में सहायता के माध्यम से लघु उद्योग क्षेत्र को विपणन सहायता प्रदान करती रही है। राष्ट्रीय लघु उद्योग निगम और राज्य लघु उद्योग विकास निगमों के द्वारा भी विपणन सहायता मुहैया कराई जाती है।

Criteria for the allotment of the dealership of the Maruti Udyog Limited

2868. SHRI ASHOK NATH VERMA: Will the Minister of INDUSTRY be pleased to state:

(a what is the criteria adopted for allotting dealership agencies of the Maruti Udyog Limited and Maruti manufacturing components (parts) under small scale;

(b) what are the names of members of the Selection Board;

(c) the number of agencies likely to be allotted during the year 1989-90; and what are the names of the districts; Statewise;

(d) whether some backward districts will also be covered for declaring an agency if so, the names of the districts likely to be covered; and

(e) whether it will also be appropriate to give some components to small scale industry in the backward districts to give employment to the young persons; if so, the details thereof?

THE MINISTER OF INDUSTRY (SHRI J. VENGAL RAO): (a) The main criteria adopted for appointing dealers are ability of the party to :—

(i) provide a standard of customer service in accordance with Maruti policies;

(ii) maximise the market share;

(iii) project and develop the highest possible image of the country.

The criteria adopted for selecting companiess, including small scale units, for manufacturing Maruti components is availability of requisite infrastructure, technology and capability for high quality mass production at a reasonable price.

(b) The dealers are appointed by the Board of Maruti Udyog Ltd. (MUL) on the basis of applications received, after an open advertisement and evaluation of capabilities by the company. For appointing component manufacturers, there is no formal selection board. However, a techno-commercial assessment is done by MUL to evaluate vendor's capabilities, appointment.

(c) At present, there are no formal plans of appointing any more dealers or component manufacturers in 1989-90.

(d) and (e) Do not arise.

Central assistance for Industrial Development for the zero status District of U.P. Andhra Pradesh and Himachal Pradesh

2969. SHRI ASHOK NATH VERMA: Will the Minister of INDUSTRY be pleased to state:

(a) whether it is a fact that certain districts of Uttar Pradesh, Andhra Pradesh and Himachal Pradesh were given zero status from the point of view of Industrial Development;

(b) if so, what are the names of the districts, Statewise which were given zero status and the central assistance available particularly to small scale sector;

(c) how much allocations have been made for the year 1988-89 and the amount likely to be allocated during 1989-90, (Statewise) to develop small scale sector; and

(d) whether it is also a fact that Industrial Development Bank has requested State Governments|State Finance Institutions to ban|not to give loan to 'RED' Industry like Calcium Carbide industry etc., if so, what are the details thereof?

THE MINISTER OF STATE IN THE DEPARTMENT OF INDUSTRIAL DEVELOPMENT IN THE MINISTRY OF INDUSTRY (SHRI M. ARUNACHALAM): (a) to (c) The names of 'No Industry District' in Uttar Pradesh, Andhra Pradesh and Himachal Pradesh are given in the statement. (*see below*). The Central Investment Subsidy released to these States for the year 1988-89 (Upto February, 1989) is as follows:—

	Rs. in Crores
Uttar Pradesh	19.22
Andhra Pradesh	8.76
Himachal Pradesh	7.34

(c) Does not arise.

The data is not maintained centrally either for release of Central Investment Subsidy district-wise or for Small Scale Sector. However, the experience of the Central Investment Subsidy Scheme shows that bulk of the Central Investment Subsidy goes to Small and Medium sized unit.

(d) Industries like Calcium Carbide are not being considered for financial assistance during the remaining part of the 7th Five Year Plan. Financial assistance can be considered for such industries if they are 100 per cent export oriented or export intensive units.

Statement

Names of no-Industry Districts
1. UTTAR PRADESH
1. Banda
2. Fatehpur
3. Hamirpur
4. Jalaun
5. Jaunpur
6. Sultanpur
5. Jaunpur